

Message Text

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ACTION EB-07

INFO OCT-01 EA-07 ISO-00 SS-15 SP-02 L-03 NSC-05 CIAE-00

INR-07 NSAE-00 XMB-02 COME-00 TRSE-00 OPIC-03 FEAE-00

PRS-01 OES-03 /056 W

----- 037603

R 191247Z SEP 75

FM AMEMBASSY BANGKOK

TO SECSTATE WASHDC 1537

C O N F I D E N T I A L BANGKOK 19797

E.O. 11652: GDS

TAGS: EINV, US, TH, AS

SUBJ: SOLICITATION FOR USG INVESTMENT: GASOLINE

1. WEARE REPORTING IN A SEPARATE TELEGRAM A SEPTEMBER 17 BANGKOK POST ARTICLE ANNOUNCING THE DISCOVERY BY THEPRADIP THEWAKUN (ALSO SPELLED DEBRIDDHI DEVAKUL) OF A NEW PROCESS WHICH WILL ALLEGEDLY REDUCE THE COST OF PRODUCING GASOLINE BY ONE-THIRD AND INCREASE ITS EFFECTIVENESS. IT WILL BE RE-CALLED THAT THEPRADIP WAS THE INVENTOR LAST YEAR OF T-ETERANL FUEL, A SUBSTITUTE FOR GASOLINE WHICH PROVED NOT TO BE ECO-NOMICAL.

2. ON SEPTEMBER 18 AUSTRALIAN BUSINESSMEN L.S. GOODING AND ADRIAN L. GUNDLACH CALLED ON THE CHARGE SEEKING TO ENTER INTO NEGOTIATIONS WITH THE UNITED STATES GOVERNMENT ON THE MARKETING OF THIS NEW PROCESS. GOODING AND BUNDLACH HAVE TWO SMALL EXPORT-IMPORT AND ADVISORY FIRMS IN THAILAND: LOUIS HAMER AND ELCORP (THAILAND) COMPANY LIMITED. GUNDLACH WAS FORMERLY WITH FORD MOTOR COMPANY OF AUSTRALIA AND SAYS HE HELPED ESTABLISH THE ERAWAN MOTOR COMPANY HERE. THE TWO SAY THEY NOW HAVE A CONTRACT WITH THEPRADIP'S BACKERS WHICH AUTHORIZES THEM TO MAKE ARRANGEMENTS FOR PATENTING AND MARKETING THE NEW PROCESS.

3. GOODING SAID THE NEW FUEL WAS ORIGINALLY PRODUCED BY PUTTING AN ADDITIVE IN GASOLINE. PRODUCTION COSTS HAVE NOW
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BEEN CUT BY PRODUCING THE NEW FUEL IN ONE INTEGRATED OPERATION.

IT REQUIRES FIVE ADDITIONAL PIECES OF EQUIPMENT OVER AND ABOVE THAT IN A PRESENT REFINERY TO PRODUCE THE NEW PRODUCT. THEY BELIEVE THIS CAN BE REDUCED TO ONE ADDITIONAL PIECE OF EQUIPMENT AND SOE CURRENT EQUIPMENT USED IN REFINING WOULD BECOME UNNECESSARY.

4. GOODING AND GUNDLACH CLAIM THAT THE NEW PRODUCT WILL CUT REFINING COSTS BY ONE-THIRD AND THAT IT MAY CUT THE REQUIREMENT FOR CRUDE OIL BY AS MUCH AS 40 TO 50 PERCENT. THEY ALLEGE IN TESTS WHICH HAVE BEEN CONDUCTED THAT AN AUTOMOBILE ENGINE HAS BEEN PROVED TO RUN AT LEAST TEN MINUTES LONGER ON A LITRE OF THE NEW FUEL COMPARED WITH REGULAR GASOLINE. THE NEW PRODUCT, THEY SAY, ALSO REDUCES HARMFUL EMISSIONS AND CARBON ACCUMULATION.

5. THE AUSTRALIANS SAID THEY ARE IN CONTACT WITH A FOREIGN (NON-AMERICAN) PRIVATE OIL COMPANY REGARDING EXPLOITATION OF THIS PROCESS, BUT THEY WOULD PREFER DEALING WITH THE U.S. GOVERNMENT. THEY HOPE TO WORK OUT AN ARRANGEMENT UNDER WHICH A ROYALTY FOR THE USE OF THE NEW PROCESS WOULD BE PAID BY ALL MAJOR OIL COMPANIES. THEY ARE SEEKING AN ARRANGEMENT WITH SOMEONE (IN THIS CASE THE U.S. GOVERNMENT) WHO CAN HELP THEM AVOID A SITUATION IN WHICH THEIR PROCESS IS EXPLOITED BY ONE COMMERCIAL FIRM AND THEIR ROYALTIES REDUCED. THEY SAY ALSO THAT THEY ARE CONCERNED THAT A PATENT LAWYER OR AN OIL COMPANY MIGHT STEAL THE PROCESS AND DEPRIVE THE INVENTOR AND HIS BACKERS OF THEIR RIGHTFUL BENEFITS. FURTHER, THEY CLAIM THAT FOR POLITICAL REASONS THEY WOULD LIKE TO SEE THE UNITED STATES BE THE BENEFICIARY OF THIS PROCESS. ASKED IF THEY HAD BEEN IN CONTACT WITH ESSO OR OTHER U.S. FIRMS, THEY SAID THAT THEY HAD NOT BUT THAT FOLLOWING THE SEPTEMBER 17 PRESS ARTICLE THEY HAD BEEN APPROACHED BY ONE JAPANESE AND SOME OTHER FIRMS.

6. GOODING AND GUNDLACH SAY THEY WILL DO ANYTHING POSSIBLE TO ESTABLISH THEIR CREDIBILITY AND THEY WOULD NOT EXPECT PAYMENTS UNTIL THE PROCESS WAS PROVED. THEY WOULD HOPE THAT THE U.S. GOVERNMENT, OR WHOMEVER THEY MADE AN ARRANGEMENT WITH, WOULD ARRANGE TO PATENT THE PROCESS AND HAVE IT MARKETING EITHER DIRECTLY OR THROUGH COMMERCIAL FIRMS WITH THEM AND THEPRADIP'S BACKERS OBTAINING ROYALTY PAYMENTS. THEY MADE THREE SPECIFIC CONFIDENTIAL

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SUGGESTIONS. THEY HOPE THE U.S. GOVERNMENT WOULD BE WILLING TO SEND SOMEONE HERE URGENTLY TO DISCUSS THIS MATTER WITH THEM BEFORE THEY ARE FORCED BY PRESS LEAKS TO DEAL WITH OTHER FIRMS OR COUNTRIES. FAILING THIS, THEY WOULD RELUCTANTLY (AND PERHAPS AT OUR EXPENSE) BE WILLING TO GO TO WASHINGTON TO DISCUSS THE MATTER. FINALLY, IF NEITHER OF THESE PROPOSALS IS ACCEPTABLE THEY SUGGEST THE U.S. GOVERNMENT SEND THEM QUESTIONS ABOUT THIS MATTER AND THEY WILL ANSWER THESE TO THE BEST OF

THEIR ABILITY AS LONG AS THIS DOES NOT INVOLVE REVEALING THE SECRET PROCESS. FOR REASONS WHICH THEY WOULD NOT REVEAL (MAYBETHEIR OPTION EXPIRES) THEY SAID THEY HAD TO WRAP THIS WHOLE MATTER UP ONE WAY OR THE OTHER BY EARLY NOVEMBER.

7. AS NOTED EARLIER THEPRADIP'S PREVIOUS DISCOVERY (T-ETERNAL FUEL) PROVED NOT TO BE COST EFFECTIVE. THE AUSTRALIAN PROMOTORS SAY THE NEW PROCESS IS SOMETHING THEPRADIP DISCOVERED AS A BY-PRODUCT OF TESTING T-ETERNAL FUEL AND THAT THIS, BY THE TESTS RUN THUS FAR, HAS DEFINITELY PROVED OUT. GOODING AND GUNDLACH ARE UNKNOWN TO US AND THEIR COMPANIES SEEM TO BE ONE-MAN OPERATIONS. THEY CLAIM TO HAVE BEEN BROUGHT IN ON THIS BECAUSE THEY PERSONALLY KNOW THEPRADIP AND SOME OF HIS BACKERS. THEY HAVE ASKED FOR AN URGENT INDICATION AS TO WHETHER THE U.S. GOVERNMENT IS INTERESTED IN PURSUING THE MATTER.

8. COMMENT: EMBASSY REQUESTED REACTION OF U.S. OIL COMPANY REPS TO NEWS STORY. THESE SOURCES ARE EXTREMELY SKEPTICAL ANY TECHNICAL BREAKTHROUGH OF THIS NATURE WOULD BE POSSIBLE. MAJOR COMPANIES SPEND MILLIONS IN RESEARCH AND THEY BELIEVE CHANCE OF SINGLE INDIVIDUAL MAKING MAJOR BREAKTHROUGH IS REMOTE. HOWEVER, COMPANIES PLAN TO INVESTIGATE FURTHER AND PROMISE TO KEEP EMBASSY INFORMED. REPS ALSO INDICATE THEY WRE BEING EXTREMELY CAUTIOUS TO AVOID ACCUSATIONS THEY WERE DEBUNKING THE REPORTED DISCOVERY FOR SELFISH MOTIVES.

9. RECOGNIZE USUAL PRACTICE IN MATTERS OF THIS TYPE WOULD BE TO RECOMMEND TO INQUIRERS THAT, DESPITE THEIR DESIRE NOT TO DO SO, THEY FIRST ENGAGE A PATENT ATTORNEY AND GET THEIR PROCESS ADEQUATELY PROTECTED, AND THEN SEEK TO ARRANGE COMMERCIAL EXPLOITATION THROUGH PRIVATE COMPANIES. HOWEVER, GIVEN IMPERATIVES OF ENERGY COSTS TODAY, BELIEVE IT IS DESIRABLE TO BRING THIS MATTER TO DEPARTMENT'S ATTENTION BEFORE WE GIVE CONFIDENTIAL

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GOODING AND GKDLACH DEFINITE ANSWER. WOULD APPRECIATE GUIDANCE. MASTERS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: GASOLINE, PRODUCTION, INVENTIONS, PETROLEUM REFINING, PATENTS
Control Number: n/a
Copy: SINGLE
Draft Date: 19 SEP 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: greeneet
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975BANGKO19797
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750325-0921
From: BANGKOK
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750933/aaaabcp.x.tel
Line Count: 156
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 24 JUL 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <24 JUL 2003 by BoyleJA>; APPROVED <20 NOV 2003 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SOLICITATION FOR USG INVESTMENT: GASOLINE
TAGS: EINV, US, TH, AS, (THEPRADIP THEWAKUN), (DEBRIDDI DEVAKUL)
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006